

Message Text

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FM AMEMBASSY WARSAW

TO SECSTATE WASHDC 5116

INFO AMEMBASSY VIENNA

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E.O. 11652: N/A

TAGS: ETRD, EMIN, BCOM, PL

SUBJECT: TEXTRON BID ON BRASS MILL; POLISH COPPER PROJECT

REF: WARSAW 3758

COMMERCE FOR BEWT

VIENNA FOR EWTC

1. LUDWIK DRECKI, DIRECTOR OF EXPORT AND INTERNATIONAL COOPERATION DEPARTMENT IN MINISTRY OF HEAVY INDUSTRY AND JERZY CARLSON, ALSO OF THE MINISTRY OF HEAVY INDUSTRY, CALLED ON AMBASSADOR AUGUST 3 TO CONTINUE DISCUSSION INITIATED BY AMBADDADOR'S JULY 30 CALL ON MINISTER OF HEAVY INDUSTRY LEJCZAK, REPORTED REFTEL. DRECKI RE-ITERATED MINISTER'S ATTITDE TOWARD TEXTRON BID, STATING THAT COUTERPURCHASE PROVISIONS WERE INFERIOR TO THOSE OF FRENCH AND WEST GERMAN PROPOSALS. DRECKI ASKED WHETHER EMBASSY WOULD SUPPORT POLISH INVITATION TO TEXTRON PRESIDENT MILLER TO VISIT POLAND IN SPETEMBER FOR TALKS ON BRASS MILL BID AND OTHER SUBJECTS. ON RECEIVING POSITIVE RESPONSE, DRECKI THEN SAID THAT GERNERAL DIRECTOR GRZESIAK OF ASSOCIATION OF NONFERROUS METALS INDUSTRY HAD ALREADY TELEXED INVITATION TO MILLER.

2. DRECKI SEEMED QUITE PLEASED BY OUR POSITIVE REACTION TO PROPOSAL TO INVIT MILLER. THE AMBASSADOR NOTED HIS
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INABLIITY TO SPEAK FOR MILLER OR FOR TEXTRON, BUT EXPRESSED

HOPE THAT MILLER WOULD ACCEPT, AND SAID HE WOULD PASS THIS RECOMMENDATION TO WASHINGTON. DRECKI SAID GRZESIAK AND LEJCZAK WOULD BE AVAILABLE DURING WHOLE MONTH OF SEPTEMBER, AND NOTED THAT POLAND HOPED TO SIGN BRASS MILL CONTRACT IN SEPTEMBER. DRECKI ADDED THAT POLISH COMMERCIAL OFFICE IN NEW YORK WOULD ASSIST IN PLANNING OF MILLER VISIT.

3. IN ADDITION TO BRASS MILL, POLES INDICATED THEY WOULD RAISE WITH MILLER BROADER SUBJECT OF LONG-TERM COOPERATIVE INDUSTRIAL AGREEMENTS, CONTINUING DISCUSSIONS BETWEEN LEJCZAK AND MILLER IN PROVIDENCE IN FEBRUARY.

4. IN CONVERSATION EARLIER ON AUGUST 3 WITH EMBASSY OFFICER, ECKERT OF TECTRON INFORMED US THAT TECHNICAL PROVISIONS OF TEXTRON BID HAVE BEEN ACCEPTED AND THAT BOTH SIDES HAVE INITIALED BY NOT SIGNED CONTRACT. ECKERT STATED FRENCH BID SHOULD BE INITIALED WEEK OF AUGUST 6, AND THAT BIDS WOULD THEN BE SENT TO MINISTRY FOR DECISION. ECKERT ALSO NOTED THAT IN RESPONSE TO REFTTEL, MILLER HAD TELEXED LEJCZAK. ECKERT DID NOT KNOW CONTENTS OF THIS MESSAGE, AND DRECKI DID NOT REFER TO IT IN MEETING WITH AMBASSADOR.

5. ON ANOTHER SUBJECT, CARLSON MENTIONED TO AMBASSADOR WALL STREET JOURNAL ARTICLE OF JULY 30 ABOUT POLISH TALKS WITH JAPANESE FIRMS INTERESTED IN DEVELOPMENT OF POLISH COPPER INDUSTRY. CARLSON STATED THAT FINANCIAL CIRCLES IN NEW YORK APPEARED TO BE MISINTERPRETING THIS ARTICLE. IT IS TRUE, SAID CARLSON, THAT DISCUSSIONS WITH JAPANESE FIRMS ARE PROCEEDING, BUT HE WISHED TO EMPHASIZE THAT NO CONTRACTS HAVE BEEN SIGNED AND NO DECISIONS HAVE BEEN REACHED. POLAND IS STILL MOST INTERESTED IN RECEIVING PROPOSALS FROM US INDUSTRY AND US BANKS. DRECKI ADDED THAT SIZE OF POLISH COPPER PROJECT IS SUCH THAT MANY COUNTRIES COULD BE ACCOMMODATED AS PARTNERS WITHOUT DANGER OF COLLISION. (AIRGRAM GIVING BACKGROUND ON POLISH COPPER PROJECT WILL BE FORWARDED SHORTLY.)
DAVIES

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